

# Federal Economic Development Agency for Southern Ontario

Information Session  
November 2023



Federal Economic Development  
Agency for Southern Ontario

Agence fédérale de développement  
économique pour le Sud de l'Ontario

Canada

## Overview

- 1 About FedDev Ontario
- 2 Indigenous Funding Ecosystem
- 3 Funding Opportunities



## About FedDev Ontario

Mandate to strengthen the capacity for innovation and clean, inclusive economic growth across southern Ontario



*Co-investor*



*Convenor*



*Champion*

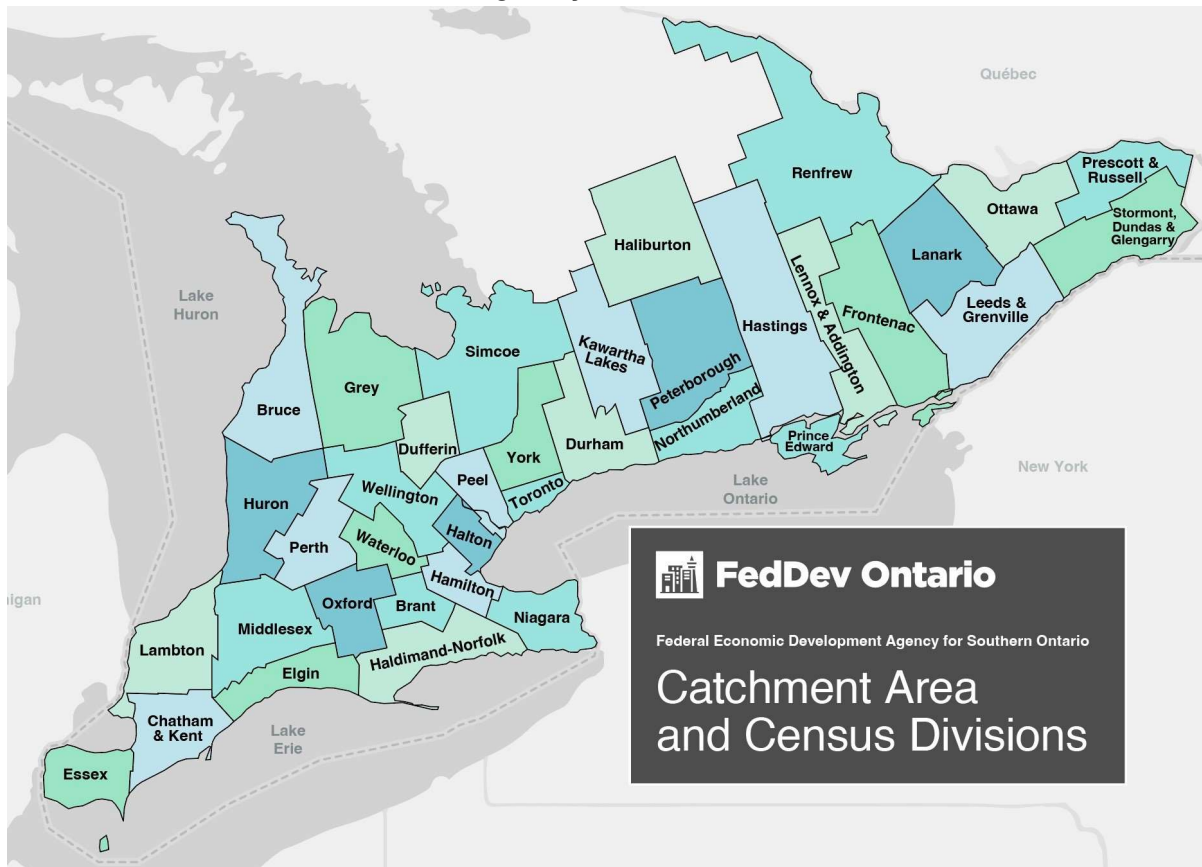


*Pathfinder*



# FedDev Ontario Catchment Area

FedDev Ontario supports businesses undertaking projects in southern Ontario across 37 census divisions:





# FedDev Ontario Supports the Indigenous Funding Ecosystem



The Community Futures Program is a Government of Canada initiative which supports 61 **Community Futures Development Corporations (CFDCs)** in Ontario— FedDev Ontario works with the 36 CFDCs in rural Eastern and Southern Ontario. CFDCs offer a wide variety of programs and services supporting community economic development and small business growth.

**The Southern Ontario Fund for Investment in Innovation (SOFII)** loan program supports high-growth, innovative small- and medium-sized Enterprises (SMEs) in rural and urban communities by offering loans of \$150,000 to \$500,000 to support all aspects of growth challenges facing them.

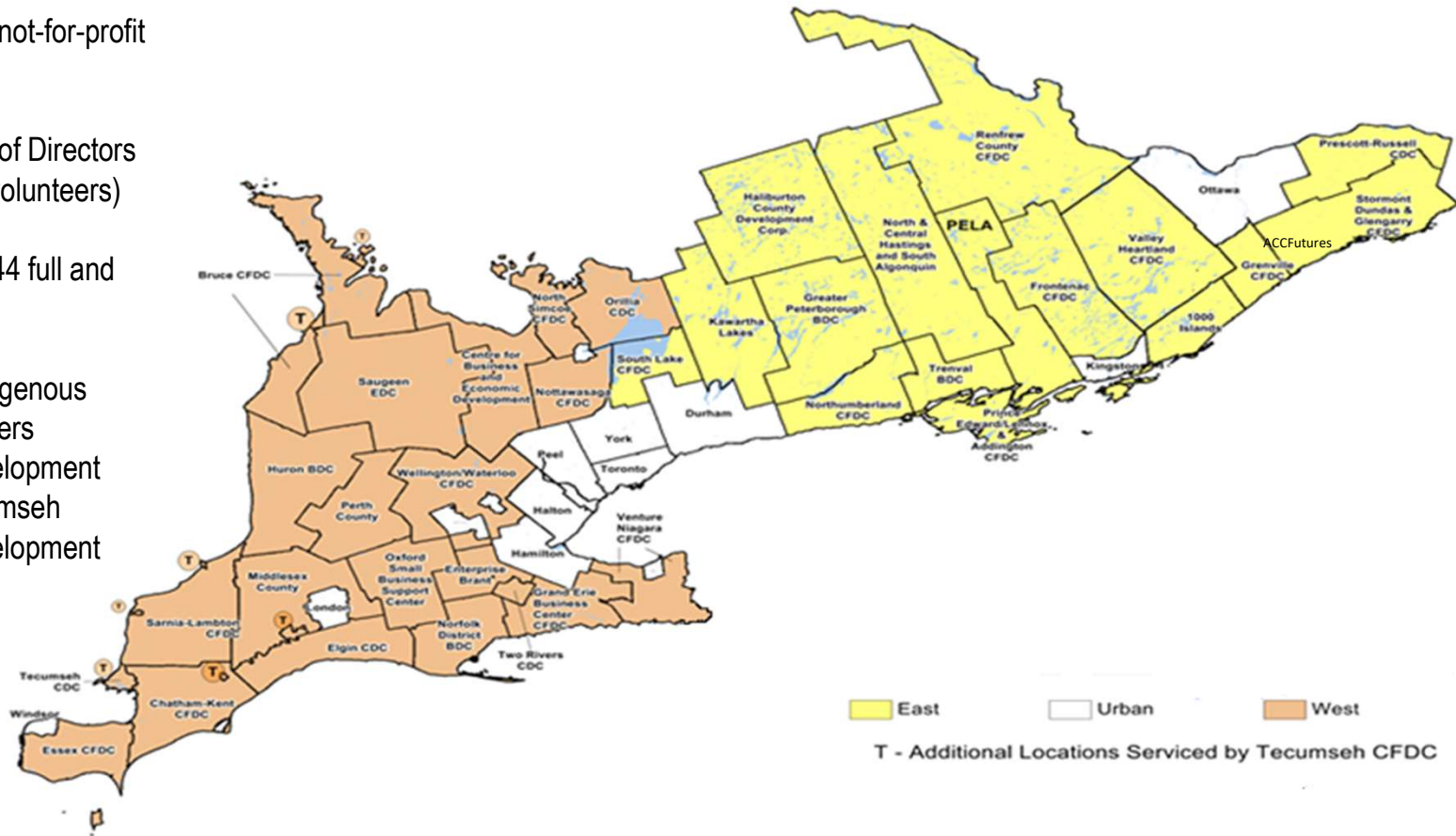
**Aboriginal Impact Capital (AIC)** is a joint-effort of four participating Aboriginal Financial Institutions (AFIs) located in southern Ontario.

**Federal Economic Development Agency for Southern Ontario (FedDev Ontario)** supports businesses and organizations in southern Ontario, to build a green, inclusive and globally competitive southern Ontario by investing in companies to innovate, expand and diversify and supporting organizations to provide business support and services in communities across the region.



# Start-up Supports: Community Futures Development Corporation (CFDC) Catchment Areas

- 36 independent, not-for-profit organizations
- Volunteer Board of Directors (More than 370 volunteers)
- Approximately 144 full and part-time staff
- Includes two Indigenous CFDCs; Two Rivers Community Development Centre and Tecumseh Community Development Corporation





# CFDC Spotlight

## Tecumseh CDC

### The Region:

- ❖ Serving 10 unique First Nations communities\* across southwestern Ontario, with over 24,000 Registered first nations members.

### Showcasing Success:

- ❖ **Big Soul Production** – Since inception and with a start-up loan of \$41,868, Tecumseh Community Development Corporation has provided over \$800,000 in commercial financing which assisted in producing \$2.5 million dollars of leveraged partnerships and agreements. Big Soul has become a leader in Aboriginal content; developing projects and programming for broadcast and corporate clients and has created 300 jobs, and trained more than 500 Aboriginal youth and adults across Canada in technical and creative capacities for film and television.



\*Chippewas of Kettle & Stony Point First Nation, Chippewas of Nawash Unceded Territory, Caldwell First Nation, Delaware Nation, Munsee- Delaware Nation, Oneida Nation of the Thames, Bkejwanong - Walpole Island First Nation, Aamjiwnaang First Nation, Saugeen First Nation #29, Chippewas of the Thames First Nation

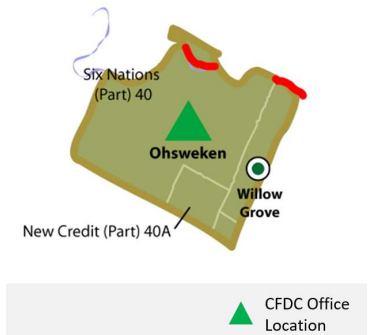
## Two Rivers CDC

### The Region:

- ❖ Two Rivers CDC supports the Six Nations, New Credit of the Mississauga's and other communities.

### Showcasing Success:

- ❖ **Aboriginal Impact Capital** – With more than \$10 million in support from FedDev Ontario, the Two Rivers Community Futures Development Corporation established Aboriginal Impact Capital to manage an Indigenous Capital Pool that provides Indigenous mid-market companies opportunities and tools to participate in the southern Ontario economy
- ❖ With a syndicated loan with Two Rivers as the project lead and with key community partners; Aboriginal Impact Capital, and the Indian Agricultural Program of Ontario the Six Nations of the Grand River Economic Development Corporation were able to respond to the urgent Internet connectivity needs of their community\*\*.



\*\*With the installation of 6 wireless access towers as a direct result of a total \$1.7M dollar community infrastructure project Business Owners and SMEs in the region were able to stay connected, and stay in business.



## FedDev Ontario Contributions to Indigenous-led and Indigenous focused projects

- Since November 2015, FedDev Ontario has contributed more than \$75 million to support more than 240 Indigenous-led and Indigenous-focused projects.
  - 63 for-profit businesses supported
  - 179 not-for-profit organizations supported
  
- This included a \$3.5-million investment for Indigenous Tourism Ontario (ITO) to deliver support to Indigenous-led tourism entities across southern Ontario, in addition to direct investments for Indigenous-led tourism organizations and businesses through the Tourism Relief Fund\*. With this investment, ITO supported:
  - 17 for-profit businesses with \$1.4 million
  - 6 not-for-profit organizations with \$600,000
  - Training, workshops, business and financial services for up to 30 businesses and not-for-profit organizations
  - The development and launch of virtual reality experiences for 6 Indigenous businesses
  - 3 Indigenous organizations to deliver several #FEASTIndigenous events





## FedDev Ontario Success Story

- **Recipient: Moonlight on the Bay**
- Amount: up to \$100,000
- Moonlight on the Bay is an Indigenous-led company that provides an overnight tourism offer on Tyendinaga First Nation. The business received an investment under the Tourism Relief Fund to create a visitor experience through the addition of overnight accommodations (the construction of two new rental cabins) and development of Indigenous tourism offerings.

"I'm so grateful for the FedDev Tourism Relief Fund because honestly, I don't know if we could have done it without them...They're very, very nice to deal with. Any questions I have, they're always right there to help me."

- Linda Maracle, Co-Owner, Moonlight on the Bay





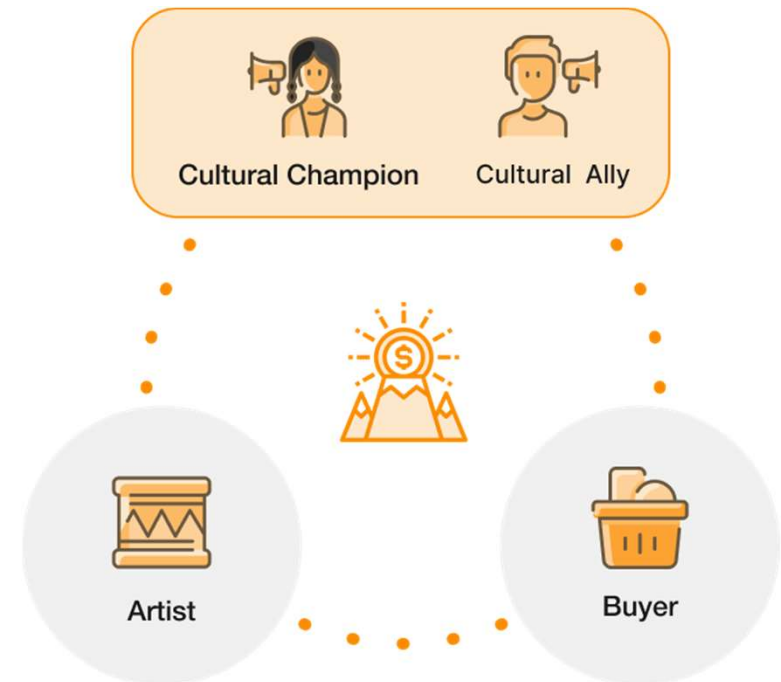
## FedDev Ontario Success Story

### ▪ Recipient: Biskane Inc.

- Amount: up to \$500,000
- In 2020, Mukwa Media, a company that sells Indigenous products to communities and educational institutions across Canada, established Biskane Inc., an Indigenous online supply chain management platform for Indigenous artists and entrepreneurs to market their arts, crafts and products in Ontario and Canada.
- Biskane Inc., an Indigenous-led company that provides e-commerce support for Indigenous artists, business owners, suppliers, and vendors to market their arts, crafts, and products, received an investment from the federal government of up to \$500,000. With this investment, Biskane will develop an online platform for supply chain management and mobile authentication to help onboard Indigenous businesses. The company will also collaborate with Indigenous social media influencers to increase the visibility of its Indigenous marketplace, products, and supply chain. As a result of this investment, the company will create seven new positions to support its digital storefront and enhance the online marketplace for Indigenous businesses, allowing them to expand their market reach.

*“It’s been a long hard story, but we’re going to take hold of the present and make the future what we want it to be. This support for Biskane from FedDev Ontario will help us to develop new technology that will support supply chains and Indigenous businesses in our e-marketplace.”*

- Chad Solomon, Founder, Biskane Inc.





## Enhancing Support to Indigenous Business and Organizations

- On June 1, 2023, FedDev Ontario announced new resources for Indigenous businesses and organizations to discuss their objectives as they relate to economic development and guidance on navigating available programming and services.
  - This included:
    - The launch of a new Indigenous landing page on the Agency website
    - Commitment of a dedicated team to provide a concierge-like service to Indigenous businesses and organizations located in southern Ontario.
- On September 12, 2023, FedDev Ontario has streamlined its application process to better serve southern Ontario businesses and organizations, with tailored application forms and streamlined funding parameters.

### Funding and support for Indigenous businesses and organizations



We invite Indigenous businesses and organizations to contact our experienced and dedicated team at [indigenous-autochtones@feddevontario.gc.ca](mailto:indigenous-autochtones@feddevontario.gc.ca) to discuss their objectives as they relate to economic development. We can offer guidance on navigating available programming and services.

We are here to help Indigenous-owned businesses, organizations and not-for-profits achieve their goals and support the increased participation of First Nation, Métis and Inuit Peoples in the southern Ontario economy.

Our funding supports economic development in southern Ontario through contributions for projects.

#### Contact us

**Telephone:** 1-877-553-5507

**Email:** [indigenous-autochtones@feddevontario.gc.ca](mailto:indigenous-autochtones@feddevontario.gc.ca)

FedDev Ontario would like to acknowledge that our head office in Waterloo, Ontario, is located on the lands traditionally occupied by the Haudenosaunee, Anishinaabe, and Neutral Peoples. Many Indigenous Peoples continue to call this land home and act as its stewards and this responsibility extends to all peoples to share and care for this land for generations to come.

<https://feddev-ontario.canada.ca/en/indigenous-businesses-and-organizations>



## New, easy-to-use application process for regional programs

### 2 SIMPLIFIED STREAMS

- Funding for business
- Funding organizations that help businesses grow

### INTAKE

- Continuous intake for Indigenous applicants
- There is no deadline to apply and no need to complete an application form before contacting our dedicated team.

### 1 SET OF PARAMETERS

- \$125,000 - \$10 million, per project



## Who is Eligible?

- Businesses and entrepreneurs
- Other Indigenous not-for-profit organizations or associations

- Indigenous Economic Development Corporations (IEDCs)
- Indigenous (First Nations, Inuit or Métis Peoples) organizations such as Indigenous-owned businesses.

## What Activities Do We Fund?

### **Indigenous businesses or IEDCs in southern Ontario may be eligible for funding to:**

- increase production capacity, purchase and install equipment
- develop new products, services or solutions
- access services or expertise necessary to complete your project
- participate in trade shows, business functions or other activities for market development opportunities
- strengthen business, management and marketing capacity
- attract and develop workers
- invest in businesses in your region, provide financial support to advance community interests

### **Indigenous not-for-profit organizations or associations in southern Ontario may be eligible for funding to:**

- provide services for Indigenous businesses and entrepreneurs, such as access to capital, networking and mentoring opportunities, or specialized business support services
- enable First Nations, Métis and Inuit Peoples' participation in new or growing sectors
- offer services to Indigenous businesses to support a skilled workforce
- increase the technical capacity (new equipment or software adoption, marketing, sales, product design, etc.) as well as managerial capacity (financial management, human resources, etc.) of Indigenous businesses
- develop new tools, technology, products, services or systems for Indigenous economic development



# FedDev Ontario Success Story



## ▪ Recipient: eSupply Canada

- Amount: \$1.1 million
- Founded in 2019, eSupply Canada operates as an Indigenous online distribution platform and electronic broker between customers and wholesalers while empowering underrepresented Canadians to pursue entrepreneurship. The company offers an online platform to purchase products from more than 1,000 leading suppliers, including Stanley Johnson, 3M and Honeywell.
- As part of this investment, eSupply Canada, an Indigenous-owned online distributor of office, janitorial, and small-scale industrial supplies, received more than \$1.1 million to improve its online e-commerce platform so it can better support Indigenous businesses and entrepreneurs across Canada. With the Government of Canada's support, eSupply Canada is also implementing new digital services to improve the customer experience, including package tracking. As a result of this investment, the company will create eight new jobs and increase e-commerce revenue. This will help the company grow and create more opportunities for the Indigenous community.

*“Through the support of FedDev Ontario, we can leverage our technology and supply chain to develop a platform that allows Indigenous entrepreneurs to effortlessly start their own e-commerce business, one with national reach and economies of scale to compete with big box retailers. With our platform, Indigenous peoples will be better equipped to take full advantage of the government's and industry's commitments to economic reconciliation and supply chain diversity.”*

- Steven Vanloffeld, Founder and CEO, eSupply Canada

# QUESTIONS?



Contact us through FedDev Ontario's website or by email at

**indigenous-  
autochtones@feddevontario.gc.ca.**

Or



**Phone: 1-877-553-5507**

